Q4 Dealer Sales Rep Cash Bonus

Incentive Promo Item #1493

Market: Open to all markets.

Dates: January 1, 1998 – March 31, 1998.

Offer: Dealer Sales Reps will receive a minimum of $300 for each new TR1510 and GR Series Risograph they sell.

Bonus amounts can increase up to $700 for each new TR or GR Series Risograph sold when the dealership sells its Q4 Unit Growth Target.

To Qualify:

1. AT THE END OF THE QUARTER, submit one Cash Bonus Claim Form for your Q4 cumulative sales of new Risographs to your Sales Manager or person designated by your Dealer Principal. Attach a copy of the original, computer-generated, dated customer invoice for each new Risograph sale. Claim forms that are not filled out completely and signed by the Dealer Sales Manager or designated individual will be returned.
2. Dealer Sales Managers or person designated by the Dealer Principal should batch all claim forms and customer invoices and mail to: RISO, Inc., Attn.: Q4 Sales Rep/Manager Target Bonus, 300 Rosewood Drive, Suite 210, Danvers, MA 01923. Faxes will not be accepted.
3. Claim form must be received by April 15, 1998.
4. Any Claim Form without the Sales Rep's Social Security number and the Risograph Serial Numbers will not be processed. Bonuses will be reported as income to the IRS.
5. Checks will be distributed by June 19, 1998. **Please allow for processing through this date before contacting RISO on check status.**
7. Risographs purchased through RISO Bid Support do not qualify for this promotion.
8. Additional claim forms are available from Customer Service, Item no. 1493, package of 10 for no charge.

RISO Contact: Please contact your RISO District Sales Manager if you have any questions regarding this program.

Q4 Dealer Sales Cash Bonus

Incentive Promo Item #1493

From January 1, 1998, through March 31, 1998, dealer sales reps can earn a minimum of $200 for each new TR1510 and GR Series Risograph they sell.

This form must be complete to qualify. Submit one form at the end of the quarter to your Sales Manager or person designated by your Dealer Principal. Designated individual should attach copies of the original, computer-generated, dated customer invoices, and mail to: **RISO, Inc., Attn.: Q4 Sales Rep/Manager Target Bonus, 300 Rosewood Drive, Suite 210, Danvers, MA 01923.** Claim forms must be received by April 15, 1998, to qualify.

Dealer Sales Rep: Social Security #:

Home Address:

City: State: Zip:

RISO Dealership: Dealer ID#:

Address:

City: State: ZIP:

Phone # Fax #

Authorized Signature:

Risograph Models Sold:

Model #: Serial #: Date of Purchase:

Organization:

Address:

City State: ZIP:

Telephone: Market:

Model #: Serial #: Date of Purchase:

Organization:

Address:

City State: ZIP:

Telephone: Market:

Model #: Serial #: Date of Purchase:

Organization:

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Organization:

Address:

City: State: ZIP:

Telephone: Market:

Copy this form for more space.

For RISO Use Only

Approved by: Date: Credit Amt.